

Message Text

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72

ORIGIN SS-25

INFO OCT-01 ADP-00 SSO-00 NSCE-00 /026 R

DRAFTED BY NEA/ARP:FMDICKMAN:BDF

7/20/73 EXT 22647

APPROVED BY NEA:ALATHERTON

DOD/IS A/NESA -MR. SCHAEFER

DODDSAA MR. ALNE

PM/MAS - COL. FARNHAM

S/S-O: S.E. FRY

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O R 210153Z JUL 73

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA IMMEDIATE

INFO AMCONSUL DHAHRAN

SECDEF

S E C R E T STATE 143872

EXDIS

E.O. 11652: GDS

TAGS: MASS, SA

SUBJ: SAG INTEREST IN IMPROVED HAWK

DHAHRAN FOR CHUSMTM; SECDEF FOR ISA AND DSAA

REF: JIDDA 2977

1. IT WOULD, OF COURSE, BE MOST DESIRABLE TO USG (AND TO RAYTHEON) IF SAG MAINTAINED GOVERNMENT-TO-INDUSTRY CHANNEL FOR IMPROVED HAWK. PROJECT INVOLVES THE WIDE RANGE OF CONSTRUCTION, HARDWARE, IN-COUNTRY SERVICES AND OVER-ALL MANAGEMENT THAT MAKES IT MOST DIFFICULT FOR USG TO HANDLE EFFECTIVELY THROUGH FMS PROCEDURES. CONVERSELY, RAYTHEON'S SUCCESSFUL HISTORY OF AIR DEFENSE COLLABORATION WITH SAG PROMISES BEST CHANCE OF SUCCESS IN THIS NEW PROGRAM.

2. WE ARE, THEREFORE, CONCERNED THAT SCENARIO OF SAUDI

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NATIONAL GUARD MODERNIZATION MAY RECUR AND WE ARE HOPEFUL

YOU CAN PERSUADE SAG TO CONTINUE DIRECT RELATIONSHIP WITH
RAYTHEON ON HAWK IMPROVEMENT. YOU SHOULD BEGIN, THERE-
FORE, IN SATURDAY MEETING SEEK PERSUADE SULTAN MAINTAIN
GOVERNMENT-TO-INDUSTRY CHANNEL WITH RAYTHEON FOR IMPROVED
HAWK. IN MEANTIME, WE ARE EXPLORING IN MORE DETAIL THE
IMPLICATIONS OF A FIRM REQUEST TO GO FMS ROUTE AND WILL
HAVE MORE GUIDANCE NEXT WEEK. RUSH

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NNN

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Disposition Authority: golinofr
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